

FIG. 1

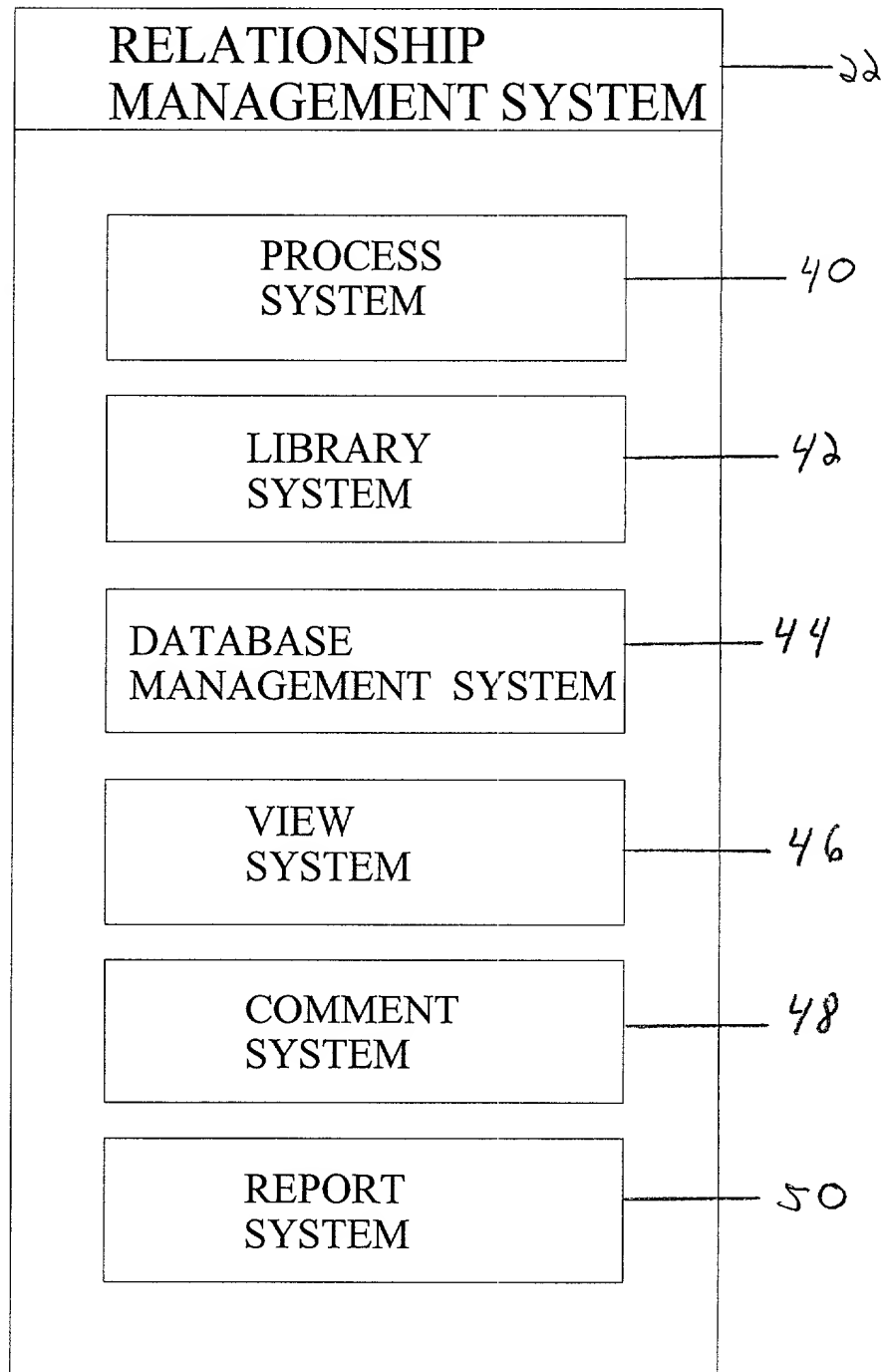


FIG. 2

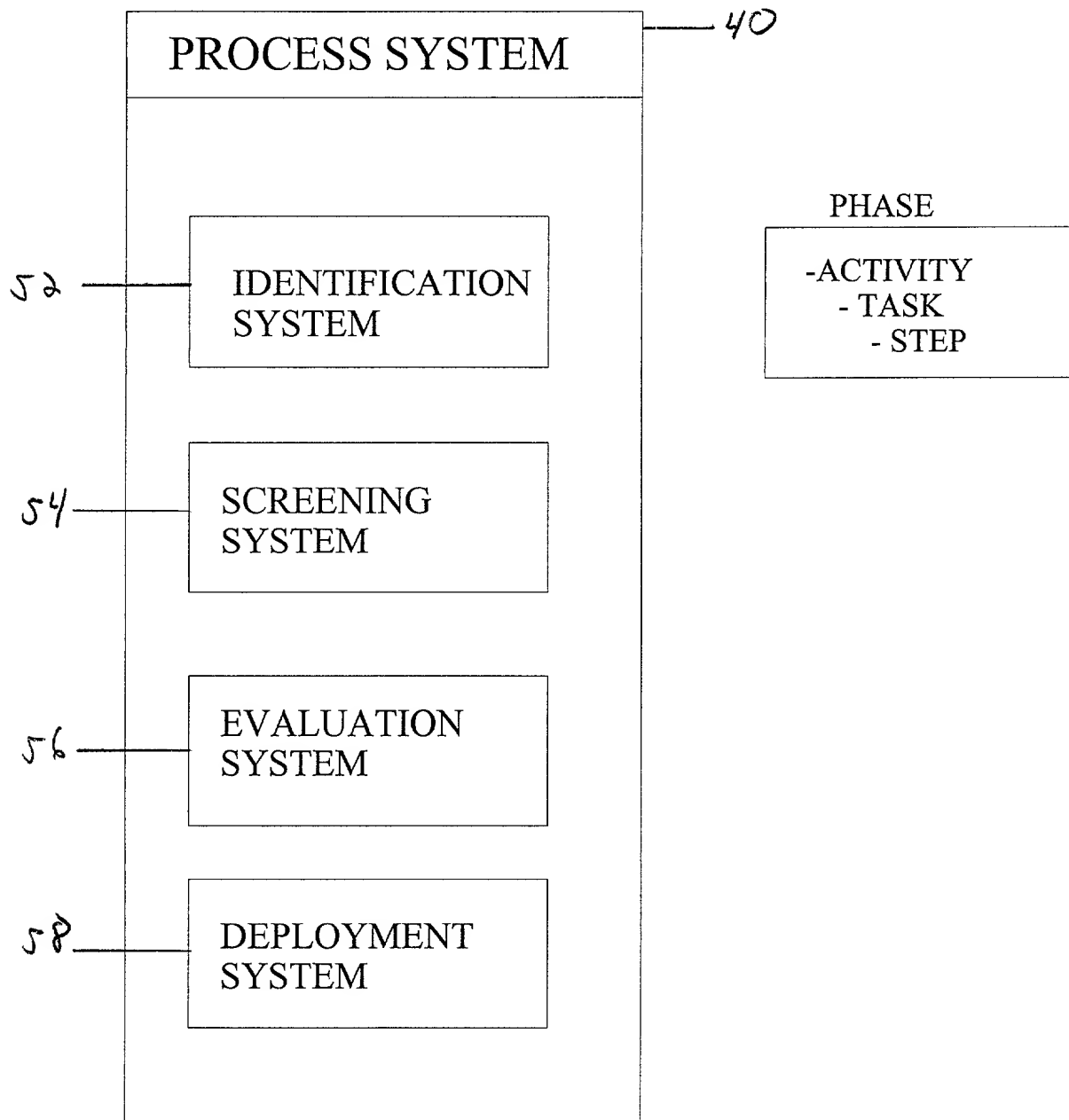


FIG. 3

66 68 70

Alliance Pricing Equity

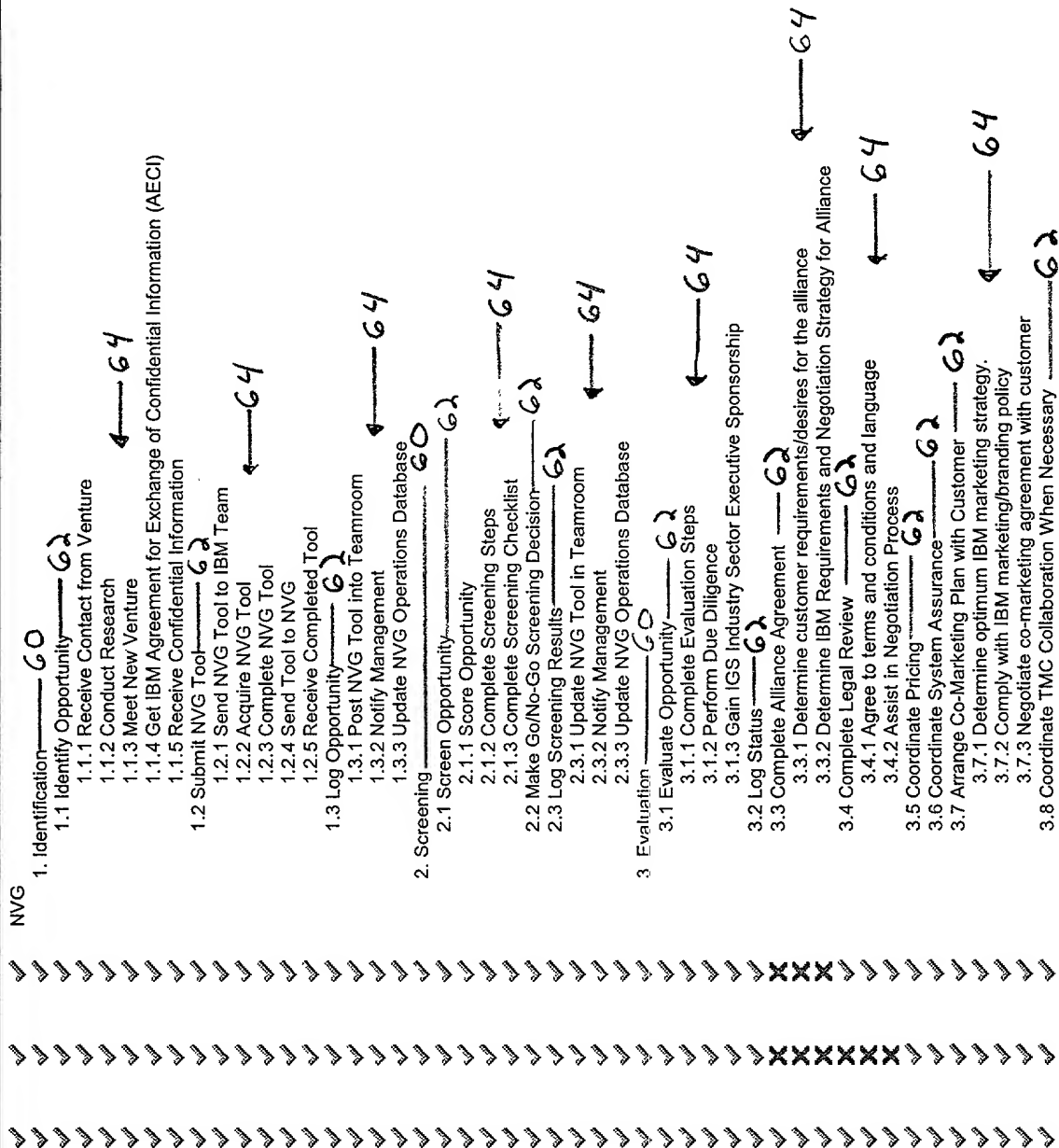


FIG. 4

66 68 70
Alliance Pricing Equity

✓	3.8.1 Determine if TMC will pursue the opportunity	← 64
✓	3.8.2 Assign TMC marketing lead	
✓	3.8.3 Define and execute co-marketing strategy	
✓	3.9 Conduct Steering Committee Review for Go/NoGo Decision	← 62
✓	4. Deployment	← 60
✓	4.1 Implement Contract with Customer	← 62
✓	4.1.1 Ensure proper invoicing	
✓	4.1.2 Update internal systems	← 64
✓	4.1.3 Implement accounting treatment	
✓	4.2 Establish Project Office	← 62
✓	4.2.1 Build Staffing Plan	
✓	4.2.2 Request Resources	
✓	4.2.3 Select Project Office Staff	← 64
✓	4.2.4 Set up CLAIM	
✓	4.2.5 Communicate Status to Management	
✓	4.3 Develop Risk Assessment Plan	← 62
✓	4.4 Document Team Charter	← 62
✓	4.4.1 Identify all key roles	
✓	4.4.2 Identify Interim Executive & Management Roles	← 64
✓	4.4.3 Establish Operational Roles and Objectives	
✓	4.5 Document Project Charter	← 62
✓	4.6 Develop Work Plan Including WBS	← 62
✓	4.7 Define Deployment Scorecard	← 62
✓	4.7.1 Measure Deployment Status Against Scorecard	

FIG. 5

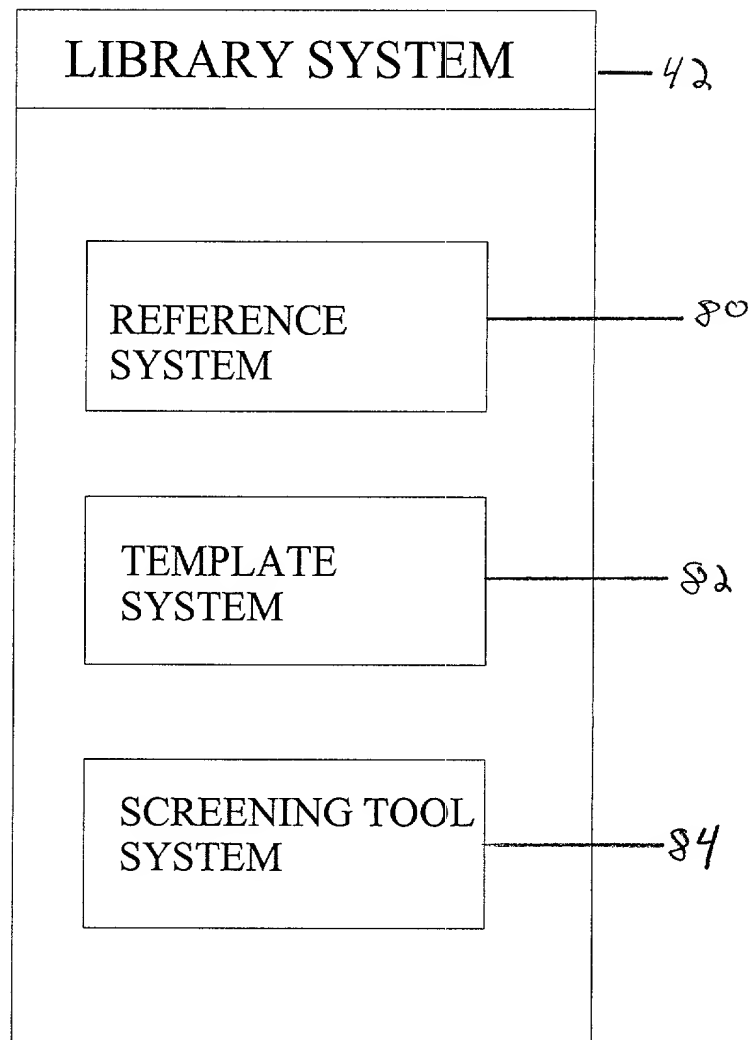


FIG. 6

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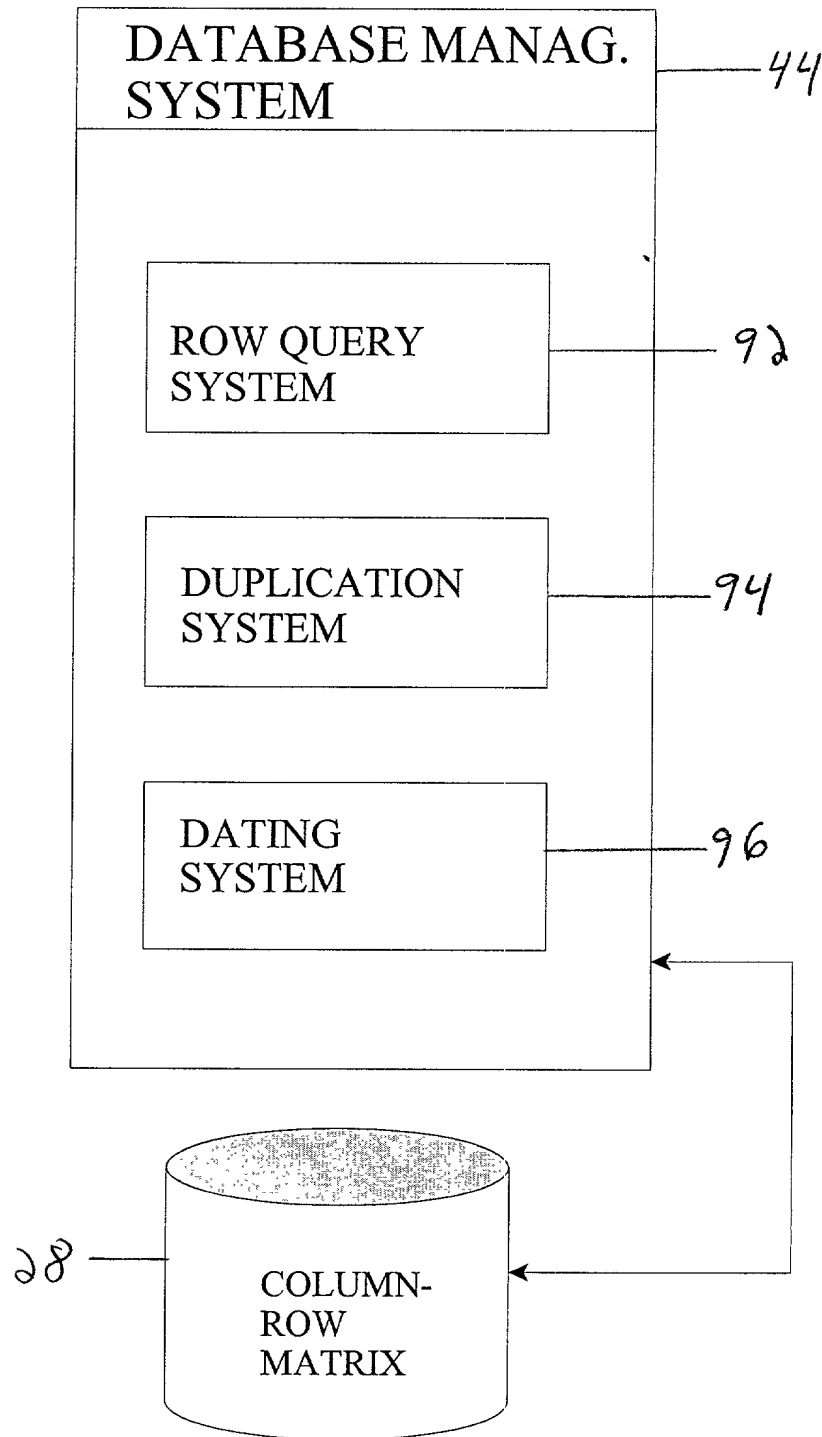


FIG. 7

100

102 104 106 108 110

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	
VENTURE COMPANY A	INITIAL	UPDATE1	UPDATE2	UPDATE3		112
VENTURE COMPANY B		INITIAL	UPDATE1			114
VENTURE COMPANY C				INITIAL		116

FIG. 8

100

102 104 106 108 110

	JANUARY	FEBRUARY	MARCH	APRIL	MAY	
VENTURE COMPANY A	INITIAL	UPDATE1	UPDATE2	UPDATE3	UPDATE3	112
VENTURE COMPANY B		INITIAL	UPDATE1		UPDATE1	114
VENTURE COMPANY C				INITIAL	INITIAL	116

FIG. 9

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CO

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NVG Operations <input type="checkbox"/> All Documents <input checked="" type="checkbox"/> Library <input checked="" type="checkbox"/> by Element Type <input type="checkbox"/> by File Type <input type="checkbox"/> by Restrictions <input type="checkbox"/> by Title <input type="checkbox"/> with Comments <input type="checkbox"/> Playbooks <input type="checkbox"/> Ventures	<input checked="" type="checkbox"/> Edit Document <input type="checkbox"/> Create Library Element <input type="checkbox"/> Data				
	Element Type	Title	Version	Release Date	File Types / Restrictions
	4 ▼ Document (for reference only)				
		Global Investment Council Process		01/01/2000	Freelance - Other (PRZ)
		NVG Playbook Diagrams	2.0	10/04/2000	PowerPoint (PPT) IBM Confidential: Do Not Disclose Outside IBM
		Design Diagram for NVG Operations Database	3.4	10/08/2000	PowerPoint (PPT) IBM Confidential: Do Not Disclose Outside IBM
		NVG Americas Opportunity Flow Statistics	3.1	10/16/2000	PowerPoint (PPT) IBM Confidential: OK to Disclose with AECI
	3 ▼ Template (to be completed or customized)				
		Agreement for Exchange of Confidential Information (AECI)		08/18/2000	WordPro (LWP) Legal document: Approved by IBM Legal staff
		Resource Request Form		08/31/2000	WordPro (LWP) IBM Confidential: OK to Disclose with AECI
		Interim Negotiation Agreement (INA)		08/18/2000	WordPro (LWP) Legal document: Approved by IBM Legal staff
	2 ▼ Tool (executable)				
		NVG Screening & Evaluation Tool	4.2.2	09/01/2000	1-2-3 (123) IBM Confidential: Do Not Disclose Outside IBM Excel (XLS)

136 138

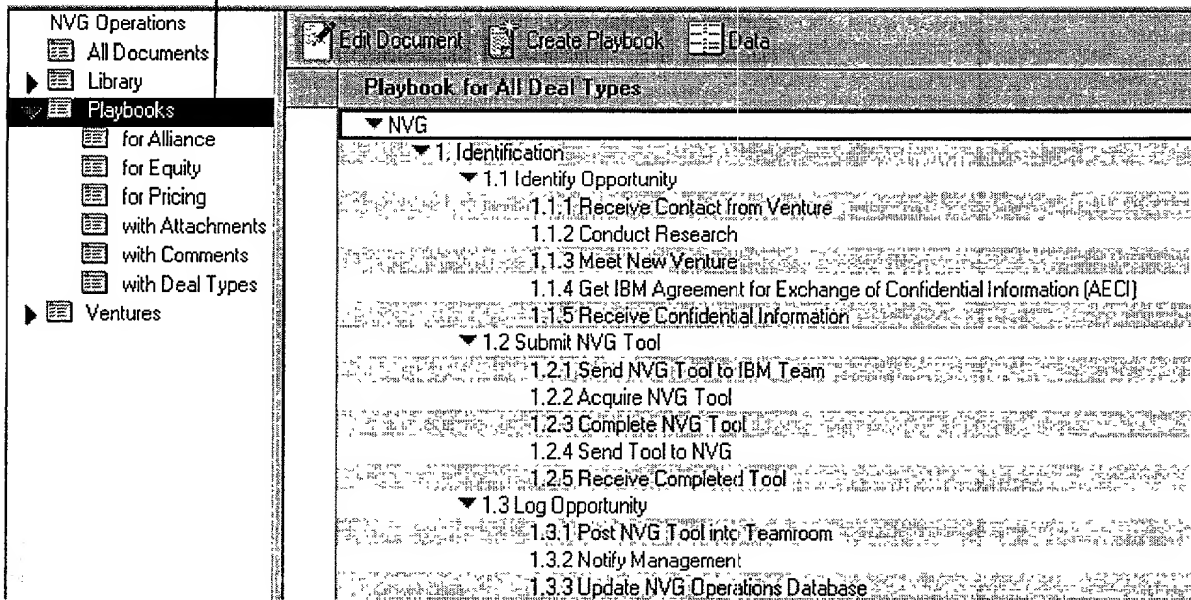
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Fig 11

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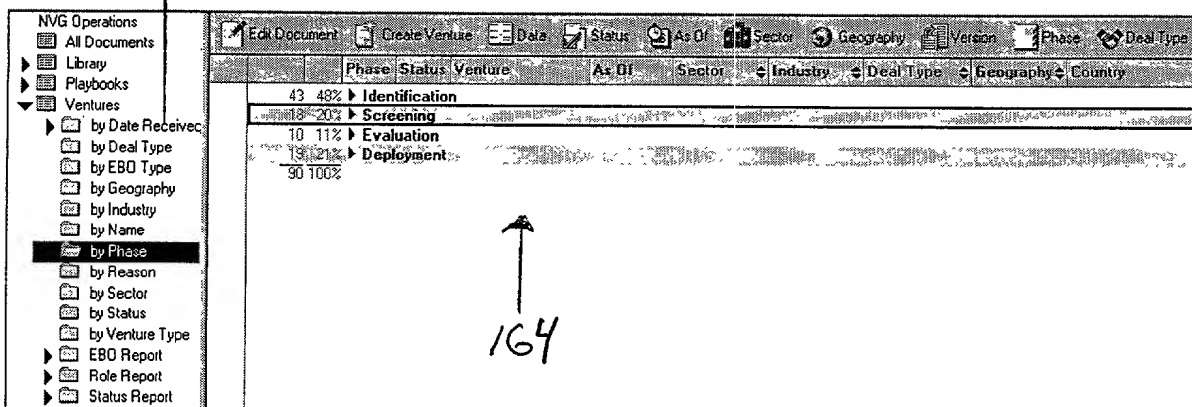
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FIG. 12

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FIG 13

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FIG 14